

Shoppers Stop

Estimate change

TP change

Rating change



Motilal Oswal values your support in the
Asiamoney Brokers Poll 2020 for India
Research, Sales and Trading team. We
[request your ballot.](#)



Bloomberg	SHOP IN
Equity Shares (m)	88
M.Cap.(INRb)/(USD\$)	15.2 / 0.2
52-Week Range (INR)	447 / 131
1, 6, 12 Rel. Per (%)	5/-46/-57
12M Avg Val (INR M)	23

Financials & Valuations (INR b)

Y/E March	FY20	FY21E	FY22E
Sales	34.6	22.7	29.8
EBITDA	5.5	1.5	4.5
Adj. PAT	-1.2	-3.4	-1.3
EBITDA Margin (%)	15.9	6.8	15.0
Adj. EPS (INR)	-14.7	-41.0	-16.1
EPS Gr. (%)	-289.1	178.7	-60.8
BV/Sh. (INR)	8.0	NM	NM
Ratios			
Net D:E	30.8	NM	NM
RoE (%)	NM	NM	NM
RoCE (%)	16.5	NM	1.7
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	NM	NM	NM
EV/EBITDA (x)	3.0	9.1	3.1
EV/Sales (x)	0.5	0.6	0.5
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	11.0	14.2	7.6

Shareholding pattern (%)

As On	Jun-20	Mar-20	Jun-19
Promoter	63.9	63.9	63.7
DII	20.8	21.1	18.2
FII	6.7	7.0	7.0
Others	8.6	8.1	11.1
FII Includes depository receipts			

CMP: INR 173
TP: INR 190 (+10%)
Neutral

Sharp cost reduction, but prolonged recovery risk prevails

- Shoppers Stop's (SHOP) 1QFY21 revenues tanked 93.5% YoY (40% miss) due to store closures. However, better-than-expected cost control measures with 45% reduction in operating expense restricted EBITDA loss to INR1b (v/s est. INR1.1b and INR1.4b profit in 1QFY20).
- Despite outstanding cost rationalization, we have cut FY21 EBITDA by 37%, due to 10% revenue cut given the prolonged recovery expectation and lower gross margin. We have cut FY22E EBITDA marginally by 4%, led by revenue cut.

EBITDA loss lower than estimated on better cost control

- Revenues plunged 93.5% YoY to INR539m (40% miss). Gross margin dropped 970bp to 32.1%. The revenue decline was due to complete store closures in Apr-May'20 and partly in Jun'20. Owing to the lockdown-led restrictions, SHOP's stores operated at 17.6% capacity in 1QFY21.
- EBITDA turned to loss of INR1b (v/s est. INR1.1b and INR1.4b profit YoY).
- SHOP reported higher other income of INR1,040m in 1QFY21 (v/s INR24m in 1QFY20) as it adjusted cash rental waivers of ~INR1b in other income, in line with MHA guidelines. Subsequently, PBT/PAT stood at -INR1.5b/-INR1.2b. Post adjustment of INR39.9m accelerated depreciation, net loss stood at INR1.1b.
- SHOP did not add any departmental stores on a net basis in 1QFY21. Its total departmental store count stood at 84. Further, strength of its beauty stores remained flat at 132.
- 'First Citizen' customers' contribution to sales stood at 76% of total revenues (v/s 79% in 4QFY20). Further, the beauty segment's contribution to sales increased to 22% (v/s 18% in 4QFY20).

Highlights from management commentary

- COVID-19 recovery:** SHOP has 72 departmental stores operational as on Aug'20 with 70% lower footfall. Demand should remain muted in 2QFY21 while the festive season should lend support in 3QFY21. Revenues are expected to remain flat or marginally increase YoY in 4QFY21.
- Revenue break-even:** SHOP should reach break-even on quarterly basis at revenue of INR7-8b/INR9-10b in FY21/FY22E.
- Cost reduction:** SHOP's opex declined YoY by INR1.86b (INR1.12b in other cost and INR740m in rentals), including one-time exit employee cost of INR110m. SHOP is targeting annual savings of INR4.5b in FY21, of which, INR2-2.5b should be sustainable.

Research Analyst: **Aliasgar Shakir** (Aliasgar.Shakir@motilaloswal.com)

Suhel Shaikh (Suhel.Ahmad@MotilalOswal.com); **Anshul Aggarwal** (Anshul.Aggarwal@motilaloswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Valuation and view

- SHOP is likely to witness pronounced impact as it caters to high-ticket sized customers, which may down-trade due to the economic impact of COVID-19. Further, it has higher proportion of stores in malls, which are seeing lower footfalls.
- SHOP's strategy of countering the falling footfall with higher (a) transaction size, (b) private label mix (15%), and (c) online revenue share are welcoming. However, it is too small to move the needle.
- Transition of new management at these uncertain times could dilute SHOP's competitive position.
- We value SHOP on an SOTP basis and assign EV/EBITDA of 8x to standalone (SHOP) and EV/sales of 1x to Crossword on FY22E to arrive at a TP of INR190. Maintain **Neutral**.

Standalone - Quarterly Earning Model

(INR M)

Y/E March	FY20				FY21				FY20	FY21	FY21E	Est. Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q	(%)
Total Revenue from Operations	8,324	8,453	9,941	7,092	539	3,724	8,746	8,186	33,810	21,195	895	-40
YoY Change (%)	NA	2.3	-0.5	-29.0	NA	-55.3	3.5	-17.7	-2.9	-37.3	-89.2	
Total Expenditure	6,942	7,081	7,966	6,326	1,563	3,854	7,128	7,149	28,315	19,695	2,038	-23
EBITDA	1,382	1,372	1,975	766	-1,024	-130	1,618	1,037	5,495	1,500	-1,143	-10
EBITDA Margin (%)	16.6	16.2	19.9	10.8	-189.9	-3.5	18.5	12.7	16.3	7.1	-127.6	
Depreciation	884	878	934	1,696	997	1,001	1,014	1,043	4,392	4,056	1,060	
Interest	484	474	478	508	552	550	550	548	1,944	2,200	550	
Other Income	24	181	66	64	1,040	300	300	300	335	1,940	29	
PBT before EO expense	38	201	629	-1,375	-1,533	-1,382	354	-255	-506	-2,816	-2,723	-44
PBT	38	201	629	-1,575	-1,533	-1,382	354	-255	-706	-2,816	-2,723	
Tax	14	255	681	-247	-382	-271	69	-50	703	-633	-534	
Rate (%)	35.8	126.7	108.3	15.7	24.9	19.6	19.6	19.6	-99.5	22.5	19.6	
Reported PAT	24	-54	-52	-1,328	-1,151	-1,111	284	-205	-1,409	-2,183	-2,190	-47
Adj PAT	81	-54	-52	-734	-1,112	-1,111	284	-205	-759	-2,143	-2,190	-49
YoY Change (%)	-17.4	-140.7	-111.1	-343.3	-1,476.6	1,968.8	-644.8	-72.1	-175.9	182.2	-2,812.0	

E: MOFSL Estimates

Key Performance Indicators

Y/E March	FY20				FY21				FY20	FY21	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q
Shoppers Stop Stores											
Total Stores	83	84	89	84	84	84	85	87	84	84	84
Store Adds	0	1	5	-5	0	0	1	2	1	0	0
Revenue/store	113	108	130	88	6	43	103	104	438	6	9
Beauty Stores											
Total Stores	132	135	143	144	143	143	146	153	144	143	144
Store Adds	5	3	8	1	-1	0	3	7	17	-1	0
Revenue/store	13	13	15	11	1	8	15	13	53	1	2
Gross Margins (%)	42.8	41.4	42.6	40.0	32.1	36.0	39.0	36.9	41.8	32.1	41.8
EBITDA Margins (%)	16.6	16.2	19.9	10.8	-189.9	-3.5	18.5	12.7	16.3	7.1	-127.6
PAT Margins (%)	1.0	-0.6	-0.5	-10.4	-206.1	-29.8	3.3	-2.5	-2.2	-10.1	-244.5

E:MOFSL Estimates

Key operating metrics

- 'First Citizen' member count remained the same at 7m (similar in 4QFY20). Repeat purchase from members stood at 67% (an increase of 1%).
- Personal Shoppers' program contributed 18% of sales with 2.3x average ticket size.
- Private and exclusive brands contributed 15% of total sales.

- SHOP launched 11 new brands in the beauty segment. Furthermore, it launched private brands of sanitizer kits and hygiene essentials.
- SHOP's average ticket size improved 34%.

COVID-19 impact

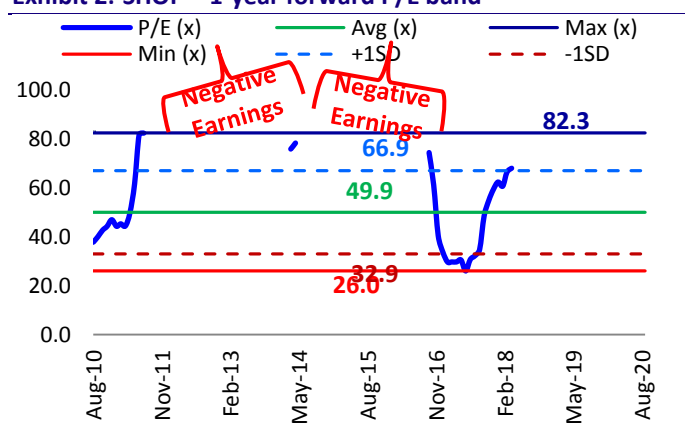
- The company is strengthening its omni-channel presence and capabilities. It has initiated a digital transformation journey from mid-Jul'20 with a leading international consulting company to significantly improve customer experience, and thereby, grow its business.
- It has revamped its 'First Citizen Loyalty Program' and transformed it into a complete digital program.
- The company continues to focus on cost reduction and has successfully reduced the monthly cash-burn rate. This should reduce the company's cost by 35% i.e. INR4.5b on consolidated basis in FY21. Of this, it has already realized savings of INR1.85b in 1QFY21.
- In this uncertain environment, the company has enhanced its focus on cash conservation to maintain short-term liquidity and balance sheet strength.
- SHOP had cash and investments in mutual funds of INR850m as of 1QFY21. It also availed a term loan of INR750m in Jul'20 (in addition to INR750m term loan availed in May'20) to deal with commitments in the coming quarters.

Exhibit 1: Shoppers Stop – SOTP Valuation

	Methodology	Driver (INR b)	Multiple	Fair Value (INR b)	Value/sh (INR)
Standalone (Shoppers Stop)	EV/EBITDA	4	8	36	408
Crossword	EV/Sales	2	1	2	19
Total Enterprise Value			1	38	427
Less Net debt				21	237
Equity Value				17	190
Shares o/s (m)				88.0	
CMP (INR)					172
Upside (%)					10

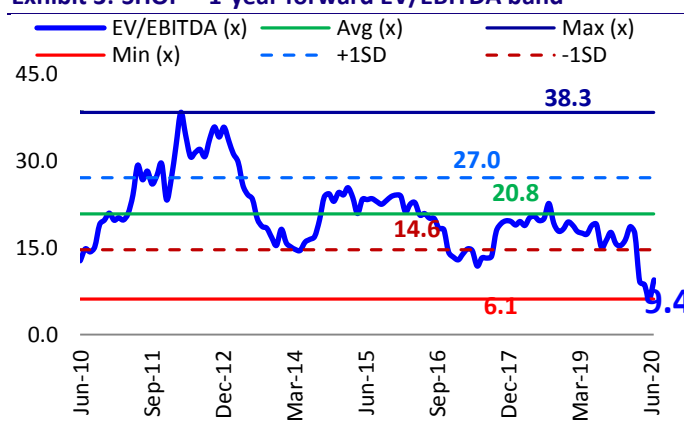
Source: MOFSL, Company

Exhibit 2: SHOP – 1-year forward P/E band



Source: Bloomberg, MOFSL

Exhibit 3: SHOP – 1-year forward EV/EBITDA band



Source: Bloomberg, MOFSL



Highlights from management commentary

- **COVID-19 recovery:** SHOP has 72 departmental stores operational as on Aug'20 with 70% lower footfall. Demand should remain muted in 2QFY21 while festive season should lend support in 3QFY21. Revenue should remain flat or increase marginally YoY in 4QFY21.
- **Revenue break-even:** SHOP should reach break-even on quarterly basis at revenue of INR7-8b/INR9-10b in FY21/FY22E.
- **Cost reduction:** SHOP's opex declined YoY by INR1.86b (INR1.12b in other cost and INR740m in rentals), including one-time exit employee cost of INR110m. SHOP is targeting annual savings of INR4.5b in FY21, of which, INR2-2.5b should be sustainable.

Revenue

- **COVID-19 Impact and recovery:** Stores were completely closed during Apr-May'20. SHOP reopened 52 departmental stores in Jun'20 (80% footfall decline) and has opened 74 stores (70% footfall decline) as of now. Sales were down 60% YoY in Jul'20; however, some stores in tier 2 cities have reported sales level of 80-100% YoY. Demand should remain muted in 2QFY21 while the festive season should lend support in 3QFY21. Revenues too should remain flat or increase marginally YoY in 4QFY21.
- **Operating metrics:** Overall store days declined by ~82% YoY in 1QFY21. Due to WFH policies, athleisure, sportswear, masks, personal grooming, kids-wear and women ethnic home-wear categories are performing better. Further, average ticket size improved 34% and conversion rate increased 20%.
- **Omni channel:** SHOP was working on omni channels from the last 2-3 years and COVID-19 has propelled this initiative. Ecommerce contributes 18% to total sales with significant drop in losses YoY.
- **Private brands:** Share improved due to (a) better product and price range, (b) consumer's focus on value products, and (c) the 'Personal Shopper' program, which recommends private brands. Ecommerce growth in private brands was 20% in 1QFY21 (v/s 14% in 1QFY20). SHOP lost last 3-4 weeks due to backward integration of IT, which should get completed by end-2QFY21.
- **Expansion plans:** SHOP is targeting to open 5 of the 12 pre-decided stores in FY21. The remaining stores would be delayed. In the long run, store opening target remains the same; however, it is targeting smaller size stores in tier 2 cities, which have lower capex and variable rental with lower payback period.

Cost

- **Cost reduction:** SHOP's opex declined YoY by INR1.86b (INR1.12b in other cost and INR740m in rental), including one-time exit employee cost of INR110m. The company is continuously looking to reduce cost and is targeting annual savings of INR4.5b – of which, 40% should come from rentals and 60% from other cost. INR2-2.5b of total cost savings should be sustainable.
- **Rent reduction:** Rent declined by 60-65% YoY in 1QFY21 and should decline by 50% in 2QFY21. SHOP is negotiating for the period after Sep'20 for rental reduction.

- **Inventory:** SHOP has written off INR550m of inventory in 1QFY21, in line with its conservative policy. Industry-wide discounts are lower and SHOP is not looking at going ahead with steep discounting.

Others

- **New management:** SHOP is actively looking for Mr. Rajiv Suri's replacement and should make an announcement within 3-4 weeks.

Exhibit 4: Standalone quarterly performance (INR m)

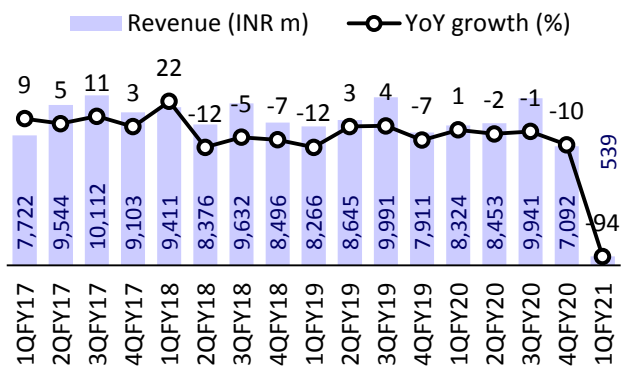
	1QFY20	4QFY20	1QFY21	YoY%	QoQ%	1QFY21E	v/s Est (%)
Total Revenue	8,324	7,092	539	-93.5	-92.4	895	-39.8
Raw Material cost	4,765	4,256	366	-92.3	-91.4	521	-29.7
Gross Profit	3,559	2,836	173	-95.1	-93.9	374	-53.8
Gross margin (%)	42.8	40.0	32.1	-1067bps	-791bps	41.8	-972bps
Employee Costs	826	718	748	-9.5	4.2	683	9.5
Rent	85	185	0	-100.0	-100.0	118	-100.0
SGA Expenses	1,266	1,168	449	-64.5	-61.5	716	-37.3
EBITDA	1,382	766	-1,024	-174.1	-233.7	-1,143	-10.4
EBITDA margin (%)	16.6	10.8	-189.9	-20653bps	-20073bps	-127.6	-6229bps
Depreciation and amortization	884	1,696	997	12.8	-41.2	1,060	-5.9
EBIT	498	-930	-2,021	-506.3	117.4	-2,203	-8.2
EBIT margin (%)	6.0	-13.1	-374.9	-38087bps	-36177bps	-246.0	-12889bps
Finance Costs	484	508	552	14.1	8.6	550	0.3
Other income	24	64	1,040	4221.6	1538.3	29	3448.3
Exceptional item	0	-200	0	0.0	0.0	0	#DIV/0!
Profit before Tax	38	-1,575	-1,533	-4128.3	-2.6	-2,723	-43.7
Tax	14	-247	-382	-2903.6	54.6	-534	-28.5
Tax rate (%)	35.8	15.7	24.9	-1087bps	921bps	19.6	530bps
Profit after Tax	24	-1,328	-1,151	-4810.2	-13.3	-2,190	-47.4
Adj Profit after Tax	81	-734	-1,112	-1476.6	51.4	-2,190	-49.2

Source: MOFSL, Company

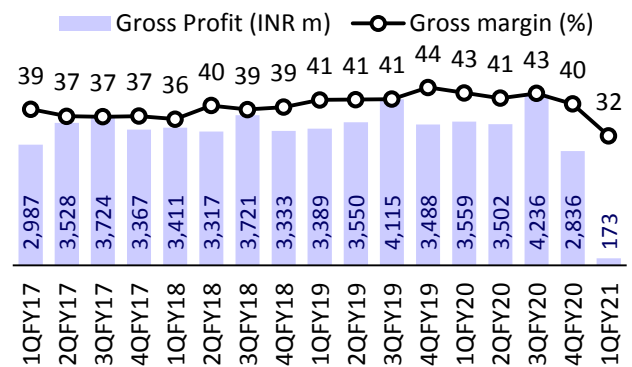
Exhibit 5: Standalone estimate change summary

	FY21E	FY22E
Revenue (INR m)		
Old	23,575	29,308
Actual/New	21,195	28,105
Change (%)	-10.1	-4.1
EBITDA (INR m)		
Old	2,373	4,607
Actual/New	1,500	4,428
Change (%)	-36.8	-3.9
EBITDA margin (%)		
Old	10.1	15.7
Actual/New	7.1	15.8
Change (bp)	-299	4
PAT (INR m)		
Old	-3,237	-1,177
Actual/New	-3,976	-1,311
Change (%)	22.8	11.4
Adj. EPS (INR)		
Old	-36.8	-13.4
Actual/New	-45.2	-14.9
Change (%)	22.8	11.4

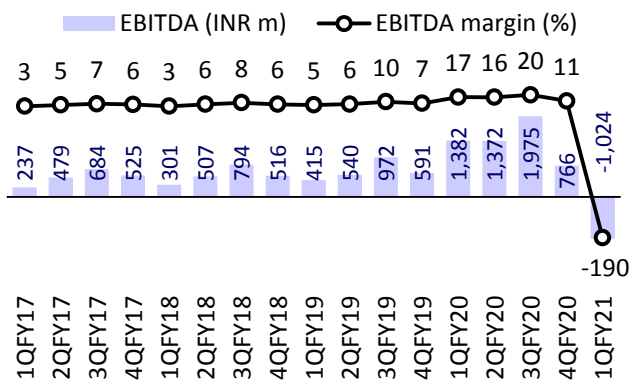
Story in charts

Exhibit 6: Standalone revenue down 94% YoY


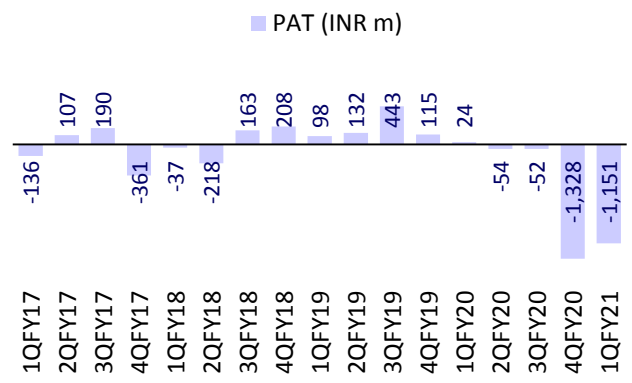
Source: MOFSL, Company

Exhibit 7: Standalone gross margin declined 1,070bp YoY


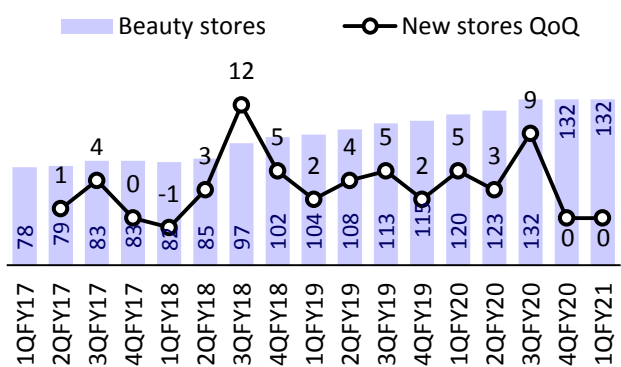
Source: MOFSL, Company

Exhibit 8: Standalone EBITDA turned to loss of INR1b


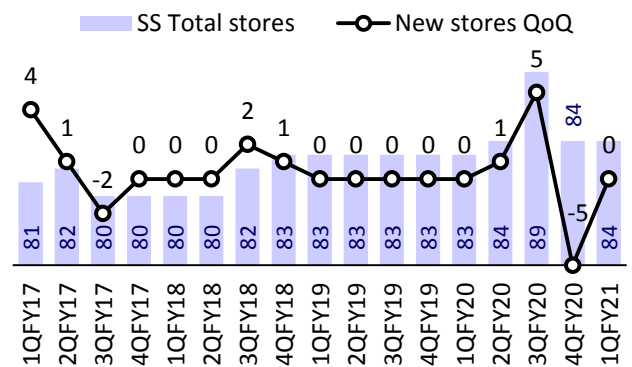
Source: MOFSL, Company

Exhibit 9: Standalone PAT at -INR1.2b


Source: MOFSL, Company

Exhibit 10: Beauty store count flat at 132


Source: MOFSL, Company

Exhibit 11: Total departmental store count flat at 84


Source: MOFSL, Company

Financials and valuations – standalone

Standalone - Income Statement

(INR M)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Total Income from Operations	30,420	33,548	36,480	35,915	34,813	33,810	21,195	28,105
Change (%)	12.1	10.3	8.7	-1.6	-3.1	-2.9	-37.3	32.6
Raw Materials	18,764	20,679	22,874	22,134	20,272	19,676	13,247	16,442
Employees Cost	2,270	2,455	2,735	3,013	3,145	3,219	3,058	3,211
Lease Rentals	2,851	3,128	3,480	3,597	3,863	560	211	231
Other Expenses	4,644	5,239	5,467	5,054	5,000	4,860	3,179	3,794
Total Expenditure	28,531	31,502	34,555	33,799	32,280	28,315	19,695	23,678
% of Sales	93.8	93.9	94.7	94.1	92.7	83.7	92.9	84.2
EBITDA	1,889	2,046	1,925	2,116	2,533	5,494	1,500	4,428
Margin (%)	6.2	6.1	5.3	5.9	7.3	16.3	7.1	15.8
Depreciation	858	977	1,155	1,119	1,351	4,392	4,056	3,894
EBIT	1,031	1,070	770	997	1,182	1,102	-2,556	534
Int. and Finance Charges	512	572	585	362	124	1,944	2,200	2,450
Other Income	177	302	296	160	179	335	147	164
PBT bef. EO Exp.	696	801	481	796	1,237	-507	-4,609	-1,752
EO Items	0	-238	-478	-504	0	-200	0	0
PBT after EO Exp.	696	563	3	292	1,237	-707	-4,609	-1,752
Total Tax	288	334	203	176	449	703	-633	-441
Tax Rate (%)	41.4	59.3	6425.7	60.2	36.3	-99.5	13.7	25.2
Minority Interest	0	0	0	0	0	0	0	0
Reported PAT	407	229	-199	116	788	-1,409	-3,976	-1,311
Adjusted PAT	407	-9	-677	765	1,001	-1,609	-3,976	-1,311
Change (%)	12.1	-102.3	7,183.7	-213.0	30.8	-260.8	147.1	-67.0
Margin (%)	1.3	0.0	-1.9	2.1	2.9	-4.8	-18.8	-4.7

Standalone - Balance Sheet

(INR M)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Equity Share Capital	417	417	418	440	440	440	440	440
Total Reserves	7,236	7,369	7,190	9,094	9,337	926	-3,050	-4,361
Net Worth	7,653	7,786	7,608	9,534	9,776	1,366	-2,610	-3,921
Total Loans	5,184	5,898	5,759	874	0	1,237	8,237	8,237
Lease Liabilities						20,678	20,678	20,678
Deferred Tax Liabilities	96	-36	-43	-198	-320	-2,641	-2,641	-2,641
Capital Employed	12,932	13,649	13,324	10,210	9,457	20,640	23,664	22,353
Gross Block	9,684	7,165	8,125	9,282	10,103	27,331	28,152	29,515
Less: Accum. Deprn.	3,721	850	1,772	2,804	4,155	8,547	12,603	16,497
Net Fixed Assets	5,963	6,315	6,353	6,478	5,948	18,784	15,549	13,018
Right to use assets						13,257	13,257	13,257
Capital WIP	142	280	169	182	351	443	443	443
Total Investments	4,065	4,054	4,080	3,176	2,935	2,057	2,057	2,057
Curr. Assets, Loans&Adv.	7,732	8,421	7,712	7,592	15,199	16,727	20,457	23,893
Inventory	3,296	3,859	3,528	3,284	10,535	12,239	10,162	11,550
Account Receivables	223	237	357	437	444	351	220	292
Cash and Bank Balance	49	53	50	52	167	13	7,751	8,968
Loans and Advances	4,164	4,272	3,777	3,818	4,052	4,125	2,325	3,083
Curr. Liability & Prov.	4,971	5,420	4,990	7,218	14,977	17,370	14,842	17,058
Account Payables	3,314	3,706	3,302	4,886	12,542	14,967	12,702	14,640
Other Current Liabilities	1,540	1,652	1,617	2,252	2,341	2,295	2,032	2,310
Provisions	118	62	72	79	93	108	108	108
Net Current Assets	2,762	3,000	2,722	374	222	-643	5,615	6,835
Appl. of Funds	12,932	13,649	13,324	10,210	9,457	20,640	23,664	22,352

E: MOFSL Estimates

Financials and valuations – standalone

Ratios

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Basic (INR)								
EPS	4.6	-0.1	-7.7	8.7	11.4	-18.3	-45.2	-14.9
Cash EPS	14.4	11.0	5.4	21.4	26.7	31.6	0.9	29.4
BV/Share	87.0	88.5	86.5	108.4	111.1	15.5	NM	NM
DPS	0.7	0.7	0.7	0.8	0.8	0.0	0.0	0.0
Payout (%)	18.5	32.9	-37.8	67.8	9.8	0.0	0.0	0.0
Valuation (x)								
P/E	37.1	NM	NM	19.7	15.1	NM	NM	NM
Cash P/E	11.9	15.6	31.6	8.0	6.4	5.4	190.2	5.8
P/BV	2.0	1.9	2.0	1.6	1.5	11.0	NM	NM
EV/Sales	0.7	0.6	0.6	0.4	0.4	0.5	0.7	0.5
EV/EBITDA	10.7	10.2	10.8	7.5	5.9	3.0	10.4	3.2
Dividend Yield (%)	0.4	0.4	0.4	0.4	0.4	0.0	0.0	0.0
FCF per share	1.5	2.2	5.8	23.2	11.1	43.9	30.9	40.3
Return Ratios (%)								
RoE	5.5	NM	NM	8.9	10.4	NM	NM	NM
RoCE	5.7	4.2	NM	3.9	8.6	46.3	NM	10.5
RoIC	7.4	4.9	NM	5.0	11.8	18.2	NM	3.3
Working Capital Ratios								
Fixed Asset Turnover (x)	3.1	4.7	4.5	3.9	3.4	1.2	0.8	1.0
Asset Turnover (x)	2.4	2.5	2.7	3.5	3.7	1.6	0.9	1.3
Inventory (Days)	40	42	35	33	110	132	175	150
Debtor (Days)	3	3	4	4	5	4	4	4
Creditor (Days)	40	40	33	50	132	162	219	190
Leverage Ratio (x)								
Current Ratio	1.6	1.6	1.5	1.1	1.0	1.0	1.4	1.4
Interest Cover Ratio	2.0	1.9	1.3	2.8	9.5	0.6	-1.2	0.2
Net Debt/Equity	0.1	0.2	0.2	-0.2	-0.3	-0.6	NM	NM

Standalone - Cash

(INR M)

Flow Statement

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
OP/(Loss) before Tax	696	801	481	796	1,237	-707	-4,609	-1,752
Depreciation	858	977	1,155	1,119	1,351	4,392	4,056	3,894
Interest & Finance Charges	512	572	585	362	124	1,944	2,200	2,450
Direct Taxes Paid	-243	-437	-237	-356	-565	-422	633	441
(Inc)/Dec in WC	-378	-137	-264	1,341	-24	538	1,410	36
CF from Operations	1,445	1,775	1,720	3,261	2,124	5,745	3,689	5,069
Others	-145	-147	-150	-43	-24	-101	-147	-164
CF from Operating incl EO	1,299	1,628	1,570	3,218	2,100	5,644	3,543	4,905
(Inc)/Dec in FA	-1,166	-1,431	-1,063	-1,179	-1,123	-1,786	-821	-1,363
Free Cash Flow	133	196	506	2,039	977	3,858	2,721	3,542
(Pur)/Sale of Investments	-189	-220	-502	456	-224	-1,033	0	0
Others	-99	28	725	1,128	36	1,321	1,553	1,462
CF from Investments	-1,454	-1,624	-841	405	-1,311	-1,498	732	99
Issue of Shares	41	22	9	1,814	11	0	0	0
Inc/(Dec) in Debt	671	717	-140	-4,062	-398	-400	7,000	0
Interest Paid	-506	-574	-581	-378	-124	-1,944	-2,200	-2,450
Dividend Paid	-73	-75	0	-75	-80	-80	0	0
Others	0	-72	0	0	0	-1,809	0	0
CF from Fin. Activity	133	18	-712	-2,701	-591	-4,232	4,800	-2,450
Inc/Dec of Cash	-22	22	17	922	198	-87	9,075	2,554
Opening Balance	71	31	34	-870	-31	99	-1,324	6,414
Closing Balance	49	53	50	52	167	12	7,751	8,968

Financials and valuations – consolidated

Consolidated - Income Statement

(INR M)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Total Income from Operations	42,869	44,320	49,101	36,967	35,779	34,639	22,684	29,780
Change (%)	13.5	3.4	10.8	-24.7	-3.2	-3.2	-34.5	31.3
Raw Materials	26,925	28,632	31,892	22,679	20,782	20,065	14,006	17,296
Employees Cost	3,157	3,330	3,886	3,157	3,296	3,346	3,244	3,420
Lease Rentals	0	0	0	4,188	4,045	660	211	231
Other Expenses	10,107	10,566	11,581	4,828	5,199	5,053	3,678	4,355
Total Expenditure	40,189	42,529	47,359	34,852	33,323	29,124	21,140	25,302
% of Sales	93.7	96.0	96.5	94.3	93.1	84.1	93.2	85.0
EBITDA	2,680	1,791	1,743	2,115	2,457	5,515	1,544	4,478
Margin (%)	6.3	4.0	3.5	5.7	6.9	15.9	6.8	15.0
Depreciation	1,253	1,297	1,510	1,149	1,406	4,504	4,167	4,006
EBIT	1,427	494	233	966	1,051	1,011	-2,623	472
Int. and Finance Charges	781	848	874	377	138	1,973	2,215	2,465
Other Income	133	285	188	180	187	342	129	146
PBT bef. EO Exp.	778	-69	-453	769	1,099	-620	-4,709	-1,847
EO Items	0	0	-128	2,160	0	-97	0	0
PBT after EO Exp.	778	-69	-581	2,929	1,099	-716	-4,709	-1,847
Total Tax	288	334	203	176	449	704	-1,283	-503
Tax Rate (%)	37.0	-482.1	-34.9	6.0	40.9	-98.3	27.3	27.3
Minority Interest	66	-427	-411	-297	0	0	0	0
Loss from discontinued operations	0.1	0.1	-0.1	-608.2	-0.1	0.0	0.0	0.0
Reported PAT	424	24	-373	2,442	650	-1,420	-3,426	-1,343
Adjusted PAT	424	24	-200	1,020	650	-1,229	-3,426	-1,343
Change (%)	-723.7	-94.3	-925.4	-610.6	-36.3	-289.1	178.7	-60.8
Margin (%)	1.0	0.1	-0.4	2.8	1.8	-3.5	-15.1	-4.5

Consolidated - Balance Sheet

(INR M)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Equity Share Capital	417	417	418	440	440	440	440	440
Total Reserves	4,867	4,734	4,375	8,605	8,707	226	-3,199	-4,543
Net Worth	5,284	5,151	4,792	9,044	9,147	666	-2,759	-4,103
Minority Interest	261	-12	52	0	0	0	0	0
Total Loans	7,512	8,290	8,851	1,253	322	1,555	8,559	8,559
Lease Liabilities						20,894	20,894	20,894
Deferred Tax Liabilities	96	-36	-43	-198	-320	-2,641	-2,641	-2,641
Capital Employed	13,153	13,393	13,652	10,100	9,149	20,474	24,053	22,710
Gross Block	13,162	8,954	9,749	8,687	9,514	26,974	27,562	28,925
Less: Accum. Deprn.	5,151	861	1,501	2,057	3,463	7,967	12,062	15,996
Net Fixed Assets	8,012	8,093	8,248	6,630	6,050	19,007	15,500	12,929
Right to use assets						13,422	13,422	13,422
Goodwill on Consolidation	1,019	976	976	97	97	0	0	0
Capital WIP	276	333	200	182	351	444	444	444
Total Investments	0	390	199	2,825	2,584	1,905	1,905	1,905
Curr. Assets, Loans&Adv.	10,509	10,489	10,898	7,946	15,354	16,811	22,286	23,375
Inventory	5,063	5,792	5,776	3,563	10,719	12,392	10,358	11,796
Account Receivables	1,015	519	568	477	472	341	215	293
Cash and Bank Balance	199	103	76	60	174	44	9,647	9,846
Loans and Advances	4,231	4,075	4,478	3,845	3,988	4,035	2,065	1,440
Curr. Liability & Prov.	6,661	6,889	6,869	7,578	15,286	17,694	16,082	15,943
Account Payables	4,688	4,944	4,908	5,191	12,771	15,219	14,034	16,025
Other Current Liabilities	1,844	1,863	1,861	2,305	2,418	2,364	1,936	-81
Provisions	130	81	100	82	97	111	112	0
Net Current Assets	3,847	3,601	4,029	367	68	-882	6,204	7,432
Appl. of Funds	13,153	13,393	13,653	10,100	9,149	20,474	24,053	22,710

E: MOFSL Estimates

Financials and valuations - consolidated

Ratios

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Basic (INR)								
EPS	5.1	0.3	-2.4	12.2	7.8	-14.7	-41.0	-16.1
Cash EPS	20.1	15.8	15.7	26.0	24.6	39.2	8.9	31.9
BV/Share	63.3	61.7	57.4	108.3	109.5	8.0	NM	NM
DPS	0.7	0.7	0.8	0.8	0.8	0.0	0.0	0.0
Payout (%)	17.7	310.3	-20.2	3.2	11.9	0.0	0.0	0.0
Valuation (x)								
P/E	33.8	592.0	NM	14.0	22.0	NM	NM	NM
Cash P/E	8.5	10.8	10.9	6.6	7.0	4.4	19.3	5.4
P/BV	2.7	2.8	3.0	1.6	1.6	21.5	NM	NM
EV/Sales	0.5	0.5	0.5	0.4	0.4	0.5	0.6	0.5
EV/EBITDA	8.1	12.6	13.3	7.7	6.2	3.0	9.1	3.1
Dividend Yield (%)	0.4	0.4	0.4	0.4	0.4	0.0	0.0	0.0
FCF per share	-6.2	-2.0	-5.7	20.9	14.8	44.9	53.2	28.6
Return Ratios (%)								
RoE	8.3	0.5	NM	14.7	7.1	NM	NM	NM
RoCE	8.1	34.6	4.2	9.0	7.4	16.5	NM	1.7
RoIC	7.6	22.8	2.4	9.0	9.5	16.6	NM	3.0
Working Capital Ratios								
Fixed Asset Turnover (x)	3.3	4.9	5.0	4.3	3.8	1.3	0.8	1.0
Asset Turnover (x)	3.3	3.3	3.6	3.7	3.9	1.7	0.9	1.3
Inventory (Days)	43	48	43	35	109	131	167	145
Debtor (Days)	9	4	4	5	5	4	3	4
Creditor (Days)	40	41	36	51	130	160	226	196
Leverage Ratio (x)								
Current Ratio	1.6	1.5	1.6	1.0	1.0	1.0	1.4	1.5
Interest Cover Ratio	1.8	0.6	0.3	2.6	7.6	0.5	-1.2	0.2
Net Debt/Equity	1.4	1.5	1.8	-0.2	-0.3	30.8	NM	NM

Consolidated - Cash Flow Statement

(INR M)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
OP/(Loss) before Tax	778	-95	-581	2,320	1,099	-716	-4,709	-1,847
Depreciation	1,253	1,297	1,187	1,149	1,406	4,504	4,167	4,006
Interest & Finance Charges	781	848	600	377	138	1,973	2,215	2,465
Direct Taxes Paid	-231	-425	-241	-356	-449	-424	1,283	503
(Inc)/Dec in WC	-1,499	-69	-502	1,749	291	616	2,518	-1,030
CF from Operations	1,083	1,556	462	5,239	2,485	5,953	5,474	4,098
Others	24	-3	178	-2,258	-187	-191	-129	-146
CF from Operating incl EO	1,107	1,554	640	2,981	2,299	5,761	5,345	3,951
(Inc)/Dec in FA	-1,624	-1,722	-1,114	-1,141	-996	-1,810	-660	-1,435
Free Cash Flow	-517	-169	-474	1,840	1,303	3,952	4,685	2,517
(Pur)/Sale of Investments	0	0	0	644	241	-1,078	0	0
Others	49	35	1,333	536	577	1,698	1,781	1,798
CF from Investments	-1,576	-1,687	218	39	-178	-1,189	1,121	364
Issue of Shares	41	25	9	1,814	-547	0	0	0
Inc/(Dec) in Debt	1,079	874	13	-3,178	-931	-422	7,005	0
Interest Paid	-774	-850	-597	-416	-138	-1,973	-2,215	-2,465
Dividend Paid	-73	-151	0	-75	0	-80	0	0
Others	182	207	476	145	0	-1,857	0	0
CF from Fin. Activity	455	105	-98	-1,710	-1,616	-4,332	4,790	-2,465
Inc/Dec of Cash	-14	-28	760	1,310	504	240	11,256	1,850
Opening Balance	210	132	-684	-1,250	-330	-196	-1,609	7,995
Closing Balance	196	104	76	60	175	43	9,647	9,846

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Investment Advisory Services, Depository participant services & distribution of various financial products. MOFSL is a subsidiary company of Passionate Investment Management Pvt. Ltd.. (PIMPL). MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act") and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co.Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Specific Disclosures

- 1 MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5 Research Analyst has not served as director/officer/employee in the subject company
- 6 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from third party in connection with the research report
- 10 MOFSL has not engaged in market making activity for the subject company

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company
- received compensation/other benefits from the subject company in the past 12 months
- other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 71934200/ 022-71934263; Website www.motilaloswal.com CIN no.: L67190MH2005PLC153397. Correspondence Office Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad(West), Mumbai- 400 064. Tel No: 022 7188 1000.

Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL)*: INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN - 146822; Investment Adviser: INA000007100; Insurance Corporate Agent: CA0579;PMS:INP000006712. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP000000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP000004409) is offered through MOWML, which is a group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance Products and IPOs. Real Estate is offered through Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. which is a group company of MOFSL. Private Equity is offered through Motilal Oswal Private Equity Investment Advisors Pvt. Ltd which is a group company of MOFSL. Research & Advisory services is backed by proper research. Please read the Risk Disclosure Document prescribed by the Stock Exchanges carefully before investing. There is no assurance or guarantee of the returns. Investment in securities market is subject to market risk, read all the related documents carefully before investing. Details of Compliance Officer: Name: Neeraj Agarwal, Email ID: na@motilaloswal.com, Contact No.:022-71881085.

* MOSL has been amalgamated with Motilal Oswal Financial Services Limited (MOFSL) w.e.f August 21, 2018 pursuant to order dated July 30, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench.